

# Erin Leonard Events

## Profit and Loss

January - December 2022

	TOTAL
Income	
Event Revenues	-137,750.00
Service Revenues	
Commission Revenue	12,692.15
Consulting Services Revenue	2,800.00
Event Planning Services	588,616.89
<b>Total Service Revenues</b>	<b>604,109.04</b>
<b>Total Income</b>	<b>\$466,359.04</b>
Cost of Goods Sold	
Cost of Goods Sold	
Advanced Payment Discounts	62,169.50
Client Billable Expenses	-19,900.39
<b>Total Cost of Goods Sold</b>	<b>42,269.11</b>
Cost of Labor	
Event Subcontractor Labor	90,965.99
Video Editing Labor	300.00
<b>Total Cost of Labor</b>	<b>91,265.99</b>
Costs of Classes & Workshops	
Supplies & Materials Cost	5,331.45
<b>Total Costs of Classes &amp; Workshops</b>	<b>5,331.45</b>
Owner Distribution Cost	119,182.18
<b>Total Cost of Goods Sold</b>	<b>\$258,048.73</b>
<b>GROSS PROFIT</b>	<b>\$208,310.31</b>
Expenses	
Banking Expenses	
AMX Fees	369.00
Bank Charges & Fees	306.50
Foreign Transaction Fees Expense	17.30
Melio Credit card fee	0.60
Payment Processing Fees	96.27
Wire Transfer Fee Expense	1.89
<b>Total Banking Expenses</b>	<b>791.56</b>
Donations Expenses	50.00
Charitable Donation Expense	385.59
<b>Total Donations Expenses</b>	<b>435.59</b>
Education Expenses	
Class or Training Expense	380.00
Training Expense	21,227.08
<b>Total Education Expenses</b>	<b>21,607.08</b>

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	TOTAL
Equipment & Software Expenses	
Computer Equipment Expense	1,365.17
General Software Expense	10,714.07
<b>Total Equipment &amp; Software Expenses</b>	<b>12,079.24</b>
Financing Expenses	
Interest Expense	5,487.69
<b>Total Financing Expenses</b>	<b>5,487.69</b>
Insurance Expenses	20.10
General Liability Insurance Expense	1,154.38
Health Insurance	22,843.22
<b>Total Insurance Expenses</b>	<b>24,017.70</b>
Labor Expenses	
Benefits Expense	
Cell and Technology Expense	120.00
Employee Gifts & Incentives	430.67
Health Benefits Expense	8,444.49
Retirement Contribution Expense	2,893.48
<b>Total Benefits Expense</b>	<b>11,888.64</b>
Contractor Expenses Incurred - Not Reimbursable	1,384.81
Wages Expense	
Bonus Expense	16,000.00
Commissions Expense	15,503.00
Payroll Processing Expense	1,460.09
Payroll Taxes Expense	15,558.04
Salaries	154,239.02
<b>Total Wages Expense</b>	<b>202,760.15</b>
<b>Total Labor Expenses</b>	<b>216,033.60</b>
Meals & Entertainment Expenses	
Business Meal Expense	12,816.28
Client Entertainment Expense	565.40
<b>Total Meals &amp; Entertainment Expenses</b>	<b>13,381.68</b>
Offices & Facilities Expenses	
Office Supplies Expense	8,196.58
Rent & Office Lease Expenses	10,412.25
Repairs & Maintenance	460.69
Utilities Expense	1,367.88
<b>Total Offices &amp; Facilities Expenses</b>	<b>20,437.40</b>
Other Business Expenses	3,591.71

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	TOTAL
Professional Services	
401k Retirement Account Management	3,200.00
Accounting Services	32,701.55
Administrative Contractor	40,046.00
Attorneys Fees Expense	637.50
Human Resources Expense	23,449.95
Tax Preparation & Audit Expense	1,043.40
<b>Total Professional Services</b>	<b>101,078.40</b>
Sales & Marketing Expenses	
Advertising Expense	3,200.51
Business Development	1,035.00
Client Gift	0.00
Internet Marketing Expense	795.00
Outreach & PR Expense	160.00
Promo Materials Expense	263.46
<b>Total Sales &amp; Marketing Expenses</b>	<b>5,453.97</b>
Supplies & Postage Expenses	74.37
Clothing & Uniforms Expense	166.13
Job Supplies	86.00
Postage & Shipping Expense	344.20
<b>Total Supplies &amp; Postage Expenses</b>	<b>670.70</b>
Tax & Compliance Expenses	
Permits & Licenses Expense	553.00
<b>Total Tax &amp; Compliance Expenses</b>	<b>553.00</b>
Telecomm Expenses	
Cell Phone Expense	1,470.00
Internet Expense	1,555.89
<b>Total Telecomm Expenses</b>	<b>3,025.89</b>
Travel & Transport Expenses	-28.66
Local Transit Expenses	9,437.37
Lodging Expenses	15,846.64
Major Transportation Expense	5,928.15
Per Diem Expense	294.20
Vehicle & Travel Rentals	2,281.14
<b>Total Travel &amp; Transport Expenses</b>	<b>33,758.84</b>
Vehicle Expenses	
Gas & Routine expenses	548.80
Vehicle Rental & Insurance	6,665.26
<b>Total Vehicle Expenses</b>	<b>7,214.06</b>

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## Profit and Loss

January - December 2022

	TOTAL
Website Expenses	
Graphic Design Services	18,531.25
Website Development & Maintenance Expense	385.84
Website Registration & Hosting	595.68
<b>Total Website Expenses</b>	<b>19,512.77</b>
<b>Total Expenses</b>	<b>\$489,130.88</b>
NET OPERATING INCOME	<b>\$ -280,820.57</b>
Other Income	
Interest & Investments Revenues	7.47
<b>Total Other Income</b>	<b>\$7.47</b>
Other Expenses	
Depreciation Expense	10,356.92
Other Miscellaneous Expense	5,390.13
Owner Distribution Back-Out	-119,182.18
<b>Total Other Expenses</b>	<b>\$ -103,435.13</b>
NET OTHER INCOME	<b>\$103,442.60</b>
NET INCOME	<b>\$ -177,377.97</b>

# Erin Leonard Events

## Balance Sheet

As of December 31, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Bank Accounts	
Chase Checking	20,697.69
Chase Money Market	15,835.72
PayPal Proxy	0.00
<b>Total Bank Accounts</b>	<b>36,533.41</b>
<b>Total Bank Accounts</b>	<b>\$36,533.41</b>
Accounts Receivable	
Accounts Receivable (A/R)	0.00
<b>Total Accounts Receivable</b>	<b>\$0.00</b>
Other Current Assets	
Employee Advances	0.00
Lawsuit AR	0.00
Prepaid Expenses	0.00
Prepaid Education	0.00
<b>Total Prepaid Expenses</b>	<b>0.00</b>
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$36,533.41</b>
Fixed Assets	
Accumulated Depreciation	
Accumulated Depreciation - Computer	-11,174.43
<b>Total Accumulated Depreciation</b>	<b>-11,174.43</b>
Fixed Assets	
Computer	10,666.69
<b>Total Fixed Assets</b>	<b>10,666.69</b>
<b>Total Fixed Assets</b>	<b>\$ -507.74</b>
Other Assets	
Loan Costs	1,617.70
<b>Total Other Assets</b>	<b>\$1,617.70</b>
<b>TOTAL ASSETS</b>	<b>\$37,643.37</b>

# Erin Leonard Events

## Balance Sheet

As of December 31, 2022

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	506.50
<b>Total Accounts Payable</b>	<b>\$506.50</b>
Credit Cards	
Credit Cards	
AMX Bonvoy -1003	-4,312.76
AMX Hilton Honors	-4,960.12
BW AMX Hilton Honors -1022	0.00
EL AMX Hilton Honors -1006	-3,214.92
LB AMX Hilton Honors - 3051	-2,934.74
MW AMX Hilton Honors -1063	0.00
<b>Total AMX Hilton Honors</b>	<b>-11,109.78</b>
Southwest Card	0.00
<b>Total Credit Cards</b>	<b>-15,422.54</b>
<b>Total Credit Cards</b>	<b>\$ -15,422.54</b>
Other Current Liabilities	
Deferred Revenues	137,750.00
Loans Payable	
Business Loan 2021	10,919.25
SMBX Loan	37,538.53
<b>Total Loans Payable</b>	<b>48,457.78</b>
Payroll Liabilities	
Benefits & Garnishments Payable	3,425.21
<b>Total Payroll Liabilities</b>	<b>3,425.21</b>
Prepaid Legal - Trust	0.00
Team Reimbursements Payable	0.00
Contractor Expense Reimbursements Due	0.00
<b>Total Team Reimbursements Payable</b>	<b>0.00</b>
<b>Total Other Current Liabilities</b>	<b>\$189,632.99</b>
<b>Total Current Liabilities</b>	<b>\$174,716.95</b>
<b>Total Liabilities</b>	<b>\$174,716.95</b>
Equity	
Owner's Equity	14,100.89
Owner's Contributions	82,567.11
Owner's Withdrawals	-316,458.95
<b>Total Owner's Equity</b>	<b>-219,790.95</b>
Retained Earnings	260,095.34

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## Balance Sheet

As of December 31, 2022

	TOTAL
Net Income	-177,377.97
<b>Total Equity</b>	<b>\$ -137,073.58</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$37,643.37</b>

# Erin Leonard Events

## Statement of Cash Flows

January - December 2022

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	-177,377.97
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable (A/R)	81,163.75
Employee Advances	0.00
Lawsuit AR	5,610.00
Prepaid Expenses	937.17
Prepaid Expenses:Prepaid Education	3,333.33
Accumulated Depreciation:Accumulated Depreciation - Computer	10,356.92
Accounts Payable (A/P)	-8,580.52
Credit Cards:AMX Bonvoy -1003	-5,917.44
Credit Cards:AMX Hilton Honors	-11,953.66
Credit Cards:AMX Hilton Honors:BW AMX Hilton Honors -1022	-2,791.88
Credit Cards:AMX Hilton Honors:EL AMX Hilton Honors -1006	-6,905.58
Credit Cards:AMX Hilton Honors:LB AMX Hilton Honors - 3051	-2,934.74
Credit Cards:AMX Hilton Honors:MW AMX Hilton Honors -1063	0.00
Credit Cards:Southwest Card	-267.96
Deferred Revenues	137,750.00
Loans Payable:Business Loan 2021	-5,468.32
Loans Payable:SMBX Loan	-6,140.03
Payroll Liabilities:Benefits & Garnishments Payable	3,425.21
Team Reimbursements Payable	0.00
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>191,616.25</b>
<b>Net cash provided by operating activities</b>	<b>\$14,238.28</b>
<b>INVESTING ACTIVITIES</b>	
Fixed Assets:Computer	-5,436.13
<b>Net cash provided by investing activities</b>	<b>\$ -5,436.13</b>
<b>FINANCING ACTIVITIES</b>	
Owner's Equity	14,100.89
Owner's Equity:Owner's Contributions	59,973.62
Owner's Equity:Owner's Withdrawals	-196,116.24
<b>Net cash provided by financing activities</b>	<b>\$ -122,041.73</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$ -113,239.58</b>
Cash at beginning of period	149,772.99
<b>CASH AT END OF PERIOD</b>	<b>\$36,533.41</b>